



C o u n t y o f S a n L u i s O b i s p o

## GENERAL SERVICES AGENCY

Janette D. Pell, Director

Cody VanDorn, Department Administrator

### **INVITATION TO BID # 3613-13 KENWOOD RADIO EQUIPMENT**

July 9, 2013

The County of San Luis Obispo is currently soliciting bids for a one (1) year blanket purchase order, with four (4), one (1) year options (through 2018) to extend, to purchase as needed Kenwood radio equipment and accessories as noted.

Each bid shall specify each and every item as set forth in the attached specifications. Any and all exceptions must be clearly stated in the bid. Failure to set forth any item in the specifications shall be grounds for rejection. The County of San Luis Obispo reserves the right to reject all bids and to waive any informalities.

Please submit your bids on the attached form. They must be received at the office of the General Services Agency, Purchasing Department no later than 3:00 p.m., August 5, 2013.

Any and all comments and suggestions are sincerely encouraged prior to the bid opening. For technical questions, contact Leland Armitage at 805-781-4003.

PHILL HALEY  
Buyer – General Services Agency  
phaley@co.slo.ca.us

**TO:            ALL PROSPECTIVE BIDDERS**

**SUBJECT:    LOCAL BIDDERS PREFERENCE**

The County of San Luis Obispo has established a local vendor preference. All informal and formal bids for contracts will be evaluated with a 5% preference for local vendors. Note the following exceptions:

1.     Those contracts which State Law requires be awarded to the lowest responsible bidder.
2.     Public works construction projects.

A "local" vendor will be approved as such when, 1) It conducts business in an office with a physical location within the County of San Luis Obispo; 2) It holds a valid business license issued by the County or a city within the County; and 3) Business has been conducted in such a manner for not less than six (6) months prior to being able to receive the preference.

As of March 3, 1994 individual County Buyers evaluate bids considering the local vendor preference described above. The burden of proof will lie with bidders relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200. All prospective bidders are encouraged to quote the lowest prices at which you can furnish the items or services listed in County bids.

	YES	NO
Do you claim local vendor preference?		
Do you conduct business in an office with a physical location within the County of San Luis Obispo?		
Business Address: _____ _____		
Years at this Address: _____		
Does your business hold a valid business license issued by the County or a City within the County?		
Name of Local Agency which issued license: _____		

Business Name: \_\_\_\_\_

Authorized Individual: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Dated: \_\_\_\_\_

**TO:            ALL PROSPECTIVE BIDDERS**

**SUBJECT:    POLICY ON PURCHASING PRODUCTS MADE WITH OR CONTAINING  
                 CHLOROFLUOROCARBONS (CFC's)**

Summary

Many products contain chlorofluorocarbons (CFC's), a known depleter of ozone in the atmosphere. Under the U.S. Clean Air Act and the Montreal Protocol on Substances That Deplete the Ozone Layer, CFC production for use in industrialized nations is to be totally phased out by January 1, 1996. There are still many products on the market that contain CFC's or are made with CFC's. The Department of General Services, purchasing staff must identify products made with or containing CFC's and purchase alternative products whenever practical and possible.

Policy

To this end, it shall be the policy of the County of San Luis Obispo that all bidders, who wish to do business with the County are required to identify all products that contain CFC's or use CFC's in the manufacturing or shipping processes. Bidders are required to identify alternative products that do not use CFC's, for possible purchase by the County.

Bidder Response

	YES	NO
Do any products offered herein contain CFC's or use CFC's in the manufacturing or shipping process?		
If yes, please offer an alternative product by copying bid forms and submitting an alternate bid. Will you offer an alternate?		
Please provide any other information that may be helpful to the County. Attachments are acceptable.		

Bidder: \_\_\_\_\_

**KENWOOD RADIO EQUIPMENT****GENERAL CONDITIONS AND INSTRUCTIONS**

1. All bids submitted by Seller to Purchaser should be submitted upon the attached bidder's form, completed and signed, (only typewritten or ink shall be accepted with no erasures or corrections unless properly authenticated by signature) in accordance with the instructions contained herein.
2. The issuance of this bid request creates no obligation on the part of the County and the County reserves the unconditional right at its option to either reject all bids or waive any irregularities or informalities therein. Each bid shall be in a separate sealed envelope with the bid number, name of bidder, title of the bid, date and time due showing on the outside of the envelope.
3. All prices must be firm for 45 days from the date of the bid opening and be inclusive. Upon award, prices will be in effect for the term of the contract.
4. Prompt payment discounts of 20 days or longer will only be considered when comparing bids, however, if you offer any prompt payment discounts, please indicate this on your bid.
5. Awards will be made to realize the greatest savings to the County and may not necessarily be the lowest bid especially where services are of the utmost importance.
6. Submission of a signed bid will be interpreted to mean that the bidder has thereby agreed to all conditions, instructions, descriptions and specifications contained herein.
7. All materials included in the contract shall be in compliance with all Federal and State OSHA laws.
8. All applicable City, State, and Federal taxes and fees are to be included in the proposal.
9. The only terms that will be honored are those terms included in general and special conditions and instructions, purchase order or other documents issued by the County.
10. In the event of any conflicts or ambiguities between these instructions and State or Federal laws, regulations or rules, then the latter shall prevail.
11. Only one bid will be accepted per vendor.
12. Bidders may withdraw their bid either personally, by written request, or by telegraphic request confirmed in the manner specified above at any time prior to the scheduled closing time for receipt of bids. No bidder may withdraw their bid after the time set for the opening.

**KENWOOD RADIO EQUIPMENT**

13. All time limits stated are of the essence and must be complied with. Any bids received after closing time stipulated will be returned unopened.
14. All bids must be submitted in a manner so they can be readily hole punched and placed in a standard legal size file folder.
15. The County may make partial payments after a substantial portion of the merchandise has been delivered. On all items, a 10% retention will be withheld until all merchandise has been accepted.
16. Brand names are used to establish a level of quality only. Any alternates must be approved five (5) days prior to the bid opening date, by the Supervising Buyer, who will have the sole right to determine this. If an alternate is submitted without going through the above- described process, the County will have the sole right to decide whether or not an alternate is acceptable.
17. Vendor agrees that it will not discriminate against any employee or applicant for employment because of race, color, religion, sex or national origin and that it will comply with the "Contractor's Agreements" provisions of Presidential Executive Order No. 11246.
18. **NO FAXED** Bids will be accepted.
19. Return bid by August 5, 2013 at 3:00 p.m. to:

COUNTY OF SAN LUIS OBISPO  
GENERAL SERVICES AGENCY, PURCHASING  
PHILL HALEY, BUYER  
1087 SANTA ROSA STREET  
SAN LUIS OBISPO, CALIFORNIA 93408

**Overview:**

The County of San Luis Obispo is currently soliciting bids to supply Kenwood two-way radio equipment and supplies, warranty service, repair parts, and related services as noted herein. A contract will be established for fiscal year (2013/2014), with options to renew for four additional one year periods. During any one (1) fiscal year it is estimated the total value of similar purchases made under this contract is approximately \$60,000, however, the amount will vary with budgeting issues and equipment replacement cycles.

County equipment needs are divided into categories identified in the attached product list. Required value added services specifications are set forth. Bidders must meet minimum County requirements for the value added service components of this contract in order to be considered further in the evaluation. The County reserves the right to award in the best interest of the County. The County retains the sole right to decide which bid(s) best meet the needs of the County.

It is the best case that the County will award the total, non-exclusive contract to one vendor. However, the County reserves the right to award the contract as a whole, by category, or any combination that best meets the needs of the County, including but not limited to, awarding to multiple bidders.

Each proposal shall specify every item as set forth in the attached specifications. Any exceptions must be clearly stated in the bid. Failure to set forth any item in the specifications without taking exception may be grounds for rejection. The County of San Luis Obispo reserves the right to reject all bids and also the right to waive any informalities.

Specifications and special terms, conditions and requirements are included in the attached information.

Any and all comments and suggestions are sincerely encouraged PRIOR to the bid opening.

**Bid scope:**

1. The County of San Luis Obispo is currently soliciting bids to supply Kenwood two-way radio equipment and supplies, warranty service, repair parts, and related value added services as noted herein.
2. The bid pricing will be as a **DISCOUNT PERCENTAGE** of the current published Kenwood retail catalog price listing and will apply to the Kenwood published catalog pricing at the time of each order.
3. When possible and appropriate, the County of San Luis Obispo will aggregate departmental requisition orders to obtain higher discount factory-direct pricing discount and this is to be separately listed, where applicable.

4. The most used products are listed in the attached matrix, however the County reserves the right to purchase additional Kenwood types and/or new models of the same or similar radio equipment at the same discount percentage.

**Additional requirements and value added services:**

**A.    Maintenance service**

Vendor will offer two-way radio repair services on a 24 hour-7 day week basis as may be requested by the County of San Luis Obispo. This will include, but not be limited to, warranty repair, unit repair, and system repair as required. The vendor will make their service facility available for County review and inspection to ensure it is properly and competently equipped and staffed. The County requires the vendor to be an advocate on behalf of the County to resolve product performance issues and warranty concerns with the manufacturer(s).

**B.    Technical Training**

Vendor will provide County of San Luis Obispo staff (minimum 4 personnel-maximum 12 personnel) a minimum of two annual training programs on the products operation, programming and maintenance services. Training will be provided by Kenwood staff, factory-level experts. The training programs will be available at no cost (other than travel) to the County and held within a distance radius of 125 miles of the City of San Luis Obispo.

**C.    Software and firmware license(s)**

Vendor will provide the County of San Luis Obispo with software and firmware licenses as needed to use, operate, and maintain all purchased Kenwood equipment at any location in the county and at all such locations that require licenses.

**D.    FOB Pricing**

All radio equipment will be FOB (DEST) County of San Luis Obispo, Communications Shop, 1495 Kansas Ave, San Luis Obispo CA 93405. Vendor will assume all costs of delivery in bid pricing.

BID WORK SHEET ATTACHMENT - Kenwood Two Way Radios  
 Most currently used model - Comparison bid pricing matrix

**Kenwood mobile radio hardware:**

Product	List Price	Single Unit % Off list	Single Unit Sale Price	Factory Direct % off list	Factory Direct Sale price
TK-790BK 9FMD1 VHF dash mount					
TK-890BK 9FMD1 UHF dash mount					
TK-790BK 9FMSH1 VHF remote mount					
TK-890BK 9FMSH1 UHF remote mount					
TK-790BK 9FMDH1 VHF dual head remote					
TK-890BK 9FMDH1 UHF dual head remote					
TK-7180H VHF dash mount					
TK-8180H UHF dash mount					

**Kenwood portable radio hardware:**

Product	List Price	Single Unit % Off list	Single Unit Sale Price	Factory Direct % off list	Factory Direct Sale price
Note: Portables will be ordered with standard battery and antenna unless otherwise specified					
TK290K VHF					
TK390K UHF					
TK2140-1 VHF					
TK3140-1 UHF					
TK2312K VHF					
TK3312K UHF					
TK2180K VHF					
TK3180K UHF					

**Kenwood radio accessories and options:**

Product	List Price	Single Unit % Off list	Single Unit Sale Price \$	Factory Direct % off list	Factory Direct Sale price
KSC-24 Rapid charger					
KSC-25 Rapid charger					
KSC-32 rapid charger					



**County of San Luis Obispo      Invitation to Bid # 3613-13  
KENWOOD RADIO EQUIPMENT**

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<b>Product</b>	<b>List Price</b>	<b>Single Unit % Off list</b>	<b>Single Unit Sale Price \$</b>	<b>Factory Direct % off list</b>	<b>Factory Direct Sale price</b>
KMB-9 Bracket					
KMB-23 Multi-charger adapter					
KMC-9C Base microphone					
KMC-27 Speaker microphone					
KMC-35 Microphone					
KMC-45 Speaker microphone					
KNB-43L Li-ion battery					
KNB-45L Li-ion battery					
KNB-57L Li-ion battery					
KCT-22M Control cable 8 ft					
KCT-22M3 Control cable 25 ft					
L-869 Labor code for CDF Firmware for 90 series mobile					
L-917 Labor code option KMC27 microphone mute mod					
L-903 Labor code option R640/R641 jumper relocation for 90 series mobile					
KRA-26M VHF antenna – long					
KRA-27M UHF antenna - long					
KRA-16M VHF antenna - stubby					
KRA-17M UHF antenna - stubby					
KRK-10 Remote mount kit					
KRK-6DH Remote mount kit					
KRK-9 Remote head					
KCH-11 Control head					
KES-5 Remote mount kit					

**NOTE: ALL pricing is FOB County of San Luis Obispo, 1495 Kansas Ave, San Luis Obispo, CA 93405**

Minimum per-order threshold for factory direct pricing: \$ \_\_\_\_\_

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Describe value added services provided in this bid:

This image shows a full page of blank white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page, typical of notebook or legal stationery. There are no margins, text, or other markings present.

(attach additional pages, if needed)

The undersigned agrees to:

Deliver F.O.B. (DEST) to the County of San Luis Obispo, Communications Shop, 1495 Kansas Ave., San Luis Obispo CA 93405, the equipment itemized above, and in accordance with Specifications attached. All equipment to be new and unused of the latest model year and all attachments shall be designated to be compatible with equipment proposed.

All equipment and accessories shall comply with the applicable State and Federal Codes, Regulations and Requirements.

Equipment shall be delivered serviced and ready to operate.

DESCRIPTIVE LITERATURE WITH COMPLETE SPECIFICATIONS MUST ACCOMPANY ALL BIDS. DEVIATIONS TO ATTACHED SPECIFICATIONS MUST BE CLEARLY INDICATED. NO DEVIATIONS UNLESS SPECIFIED IN SPECIFICATION SHEET OR BELOW.

TERMS OF SALE \_\_\_\_\_

Authorized Official Name (Print) \_\_\_\_\_

Authorized Official Title (Print) \_\_\_\_\_

Signature \_\_\_\_\_

Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_ FAX \_\_\_\_\_

Federal Taxpayer ID# \_\_\_\_\_

☐ Individual/Sole Proprietor

☐ Corporation

☐ Partnership

☐ Other

BIDS MUST BE RECEIVED BY 3:00 P.M., AUGUST 5, 2013 AND  
WILL BE OPENED IN THE OFFICE OF GENERAL SERVICES AGENCY  
BID # 3613-13

Accepted as to items numbered \_\_\_\_\_

Date \_\_\_\_\_ Order(s) No. \_\_\_\_\_